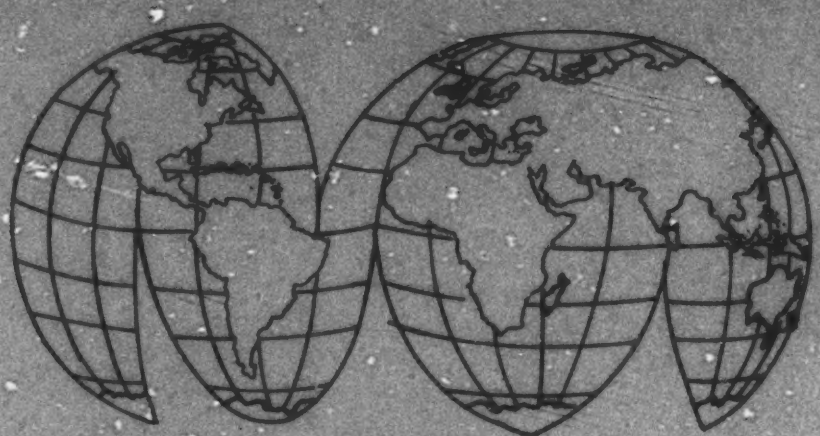
In 8/Conn.

# INTERNATIONAL TRADE

## STATE AND LOCAL
# Resource Directory

**1988–1989**

**Connecticut**



**U. S. Small Business Administration**

Office of International Trade/Office of Business Development

SBA 1.13/4:

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# INTERNATIONAL TRADE

## State and Local Resource Directory 1988 - 1989

# Connecticut

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

## FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Connecticut. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

# PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau and Paul F. Kirwin of the Office of International Trade. Major contributions were made by Kenneth Silvia of the Hartford District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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# U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

**U.S. Small Business Administration**
330 Main Street, 2nd Floor
Hartford, CT 06106
(203) 240-4642

**U.S. Department of Commerce**
International Trade Administration
Federal Office Building, Room 610 B
450 Main Street
Hartford, CT 06103
(203) 240-3530

# STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered.

**Connecticut Department of Economic Development**
International Division
210 Washington Street
Hartford, CT 06106
(203) 566-3071

The International Division works to promote exports from Connecticut. The program's primary function is to assist small and mid-size companies to locate potential foreign markets for their products and services.

The International Division offers businesses participation in overseas trade shows and trade missions, one-on-one export counseling, and a computerized trade lead program. It co-sponsors seminars and conferences on exporting with other agencies and organizations. The State operates an export finance program for new exporters. It also maintains overseas offices in Frankfurt and Tokyo.

# SMALL BUSINESS DEVELOPMENT CENTERS AND OTHER UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges, including those with SBDCs, offer services to exporters. Included with the listing of these schools and SBDCs are summaries, where available, of the special services offered.

**Quinnipiac College**
Connecticut Export Assistance
Training and Promotion Program (CEATPP)
Mount Carmel Avenue
Hamden, CT 06518
(203) 288-5251

The CEATPP was founded by the Department of Economic Development, the Connecticut District Export Council, and Quinnipiac College. Under the program, international business students work with small Connecticut companies to conduct export feasibility studies and to develop overseas marketing plans and export operations.

**University of Connecticut**
Small Business Development Center
Small Business Export Center
368 Fairfield Drive, U41SB - Room 422
Storrs, CT 06268
(203) 486-4135

The Small Business Export Center (SBDC) assists small firms interested in exporting. Students enrolled in International Marketing classes, with assistance from experienced professionals, undertake projects to determine the export feasibility of a particular firms product, and then develop overseas marketing plans and export strategies. In addition, the Small Business Export Center provides export-related seminars and workshops, and one-on-one consulting.

# CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

**Connecticut Business & Industry Association**
370 Asylum Street
Hartford, CT 06103
(203) 547-1661

**Connecticut Small Business Federation**
P.O. Box 1067
Farmington, CT 06034
(203) 677-2000

**Greater Danbury Chamber of Commerce**
72 West Street
Danbury, CT 06810
(203) 743-5565

**Glastonbury Chamber of Commerce**
2400 Main Street
Glastonbury, CT 06830
(203) 923-7154

**Chamber of Commerce of the Town of Greenwich**
175 Greenwich Avenue
Greenwich, CT 06830
(203) 869-3500

**Greater Hartford Chamber of Commerce**
250 Constitution Plaza
Hartford, CT 06103
(203) 525-4451

**Greater Meriden Chamber of Commerce, Inc.**
17 Church Street
Meriden, CT 06450
(203) 235-7901

**Middlesex County Chamber of Commerce**
P.O. Box 997
Middletown, CT 06457
(203) 347-6924

**New Britain Chamber of Commerce**
One Central Park Plaza
New Britain, CT 06051
(203) 229-1665

**The Greater New Haven Chamber of Commerce**
P.O. Box 1445
New Haven, CT 06051
(203) 787-6735

**Southwestern Area Commerce & Industry Association of Connecticut, Inc.**
One Landmark Square, Suite 230
Stamford, CT 06901
(203) 359-3220

# PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Descriptions of services are included where available.

**Connecticut District Export Council**
c/o U.S. Department of Commerce
450 Main Street, Room 610 B
Hartford, CT 06103
(203) 240-3530

The Connecticut Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

**Connecticut Foreign Trade Association (CFTA)**
c/o Bob Adamski
Citytrust Bank
955 Main Street
Bridgeport, CT 06604
(203) 336-7323

The CFTA works to promote international business in Connecticut. It provides networking opportunities, giving members access to the experience and information of other members. Assistance is also available for new-to-export companies.

**Connecticut World Trade Association**
One Commercial Plaza, 22nd Floor
Hartford, CT 06103
(203) 727-8541

The Connecticut World Trade Association offers various services to members of the World Trade Center Association. These services include: trade information, educational programs on exporting, telex and facsimile services, translation services, trade missions, and computerized database information.

**West Connecticut International Trade Association, Inc.**
P.O. Box 787
Greens Farms, CT 06436
(203) 226-0197

**World Affairs Center**
1380 Asylum Avenue
Hartford, CT 06105
(203) 236-5277

The World Affairs Center holds export-related seminars, lectures and panel discussions. In addition, it provides the opportunity to make contact with foreign guests and government officials who visit Hartford to meet American counterparts in industry, government, other fields.

# FOREIGN CONSULATES AND OTHER FOREIGN GOVERNMENT AGENCIES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Connecticut (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Connecticut.

Lesotho, Kingdom of (HCG)
8 Laurel Lane
Greenwich, CT 06830
(203) 685-2907

Singapore Economic Development Board
500 Post Road East
Westport, CT 06880
(203) 454-1987

# FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

# BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Bank of Boston Connecticut
200 Trumbull Street
Hartford, CT 06103
(203) 548-2800

Citytrust
International Banking Department
961 Main Street
Bridgeport, CT 06601
(203) 384-5665

Connecticut Bank and Trust Co.
One Constitution Plaza
Hartford, CT 06103
(203) 244-5000

Connecticut National Bank
777 Main Street
Hartford, CT 06115
(203) 728-4621

Equator Ltd.
111 Charter Oak Avenue
Hartford, CT 06106
(203) 249-7777

# EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

**Danbury**

Nesa Corp.
12 Silvermine Road
Brookfield Center, CT 06805
(203) 775-0578
Communication equipment & systems.

**Hartford**

American Bureau of Finance & Trade
35 Ashford Street
Hartford, CT 06120
(203) 522-5727

Electrical & Electronic Export International
92 Weston Street
Hartford, CT 06120
(203) 247-0792

Enfield Overseas Trade Co.
17 West Forest Drive
Enfield, CT 06082
(203) 749-8659
Testing equipment, dental instruments, food processing machinery, office equipment.

Gavlick Machinery Corp.
100 Franklin Street
Bristol, CT 06010
(203) 589-2900
Used industrial machinery.

International Products, Inc.
Strickland Street
P.O. Box 223
Portland, CT 06480
(203) 342-2533

Carpet cleaning & maintenance equipment & supplies.

International Technology Transfer
One Corporate Center, Suite 1500
Hartford, CT 06103
(203) 249-7289

Ball & roller bearings, machine tools.

Intrade, Inc.
South Street
P.O. Box 608
Litchfield, CT 06759
(203) 567-5901
Telex: 96-2401
Cable: INTRADE THOM

Solar & alternative energy sources equipment, electronic components.
Areas: Europe, Far East, Israel, New Zealand, Australia, Mexico.

Intrimax Inc.
233 Pearl Street
Hartford, CT 06103
(203) 527-5880

Mercor Resources Corp.
135 West Wakefield Blvd.
P.O. Box 416
Winsted, CT 06098
(203) 379-3173

Commodities, durable goods, non-durable goods.

Torning International, Inc.
98 Lancaster Road
P.O. Box 799
Glastonbury, CT 06033-0799
(203) 659-2349

Industrial, electro-mechanical & commercial equipment.
Area: Worldwide

New Haven

China Trade Services of Connecticut
395 St. Ronan Street
New Haven, CT 06511
(203) 624-5469

Conintrade Co.
222 Rimmon Road
North Haven, CT 06473
(203) 239-2042
Cable: CONINTRADE

Consumer goods, general industrial machinery & equipment, health care equipment.

Ketchum & Co. International, Inc.
55 Post Road West
Westport, CT 06880
(203) 227-8084

Pharmaceutical preparations, toiletries, biological products, x-ray equipment, optical lenses & instruments, surgical & medical equipment, instruments & supplies.

Lead Group International, Inc.
191 Post Road West
Westport, CT 06880
(203) 454-7473
Telex: 28-5521 AMEX UR
Fax: 203-222-0527

Master-Wright Inc.
282 State Street
P.O. Box 1896
North Haven, CT 06508
(203) 288-1638
Telex: 96-3487
Cable: WRIGHT/NHVN

Instrumentation & controls, pneumatics & hydraulics, sporting goods, musical instruments, computers & peripherals, business equipment, general industrial machinery & equipment.
Area: Worldwide

New London

Intercontinental Assoc., Inc.
P.O. Box 396
Essex, CT 06426
(203) 767-0224
Cable: INTERCONT

Food products.

Strong International
P.O. Box 158
Old Lyme, CT 06371
(203) 434-2205
Telex: 64-3327

General industrial machinery & equipment, health care equipment.

Stamford

D.A. Comstock & Co., Inc.
85 Washington Street
P.O. Box 428
South Norwalk, CT 06856
(203) 866-6310
Cable: DACCO

Marine equipment.

Dage Corp.
75 Main Street
Stamford, CT 06902
(203) 324-3123
Telex: 96-5928
Cable: DAGECORP

High frequency, microwave & millimeter components & materials, electro-optic components & systems.

| | |
|---|---|
| Delchem<br>35 Mason Street<br>Greenwich, CT 06830<br>(203) 661-5100 | Agricultural chemicals & fertilizers. |
| Elof Hansson, Inc.<br>541 Westport Avenue<br>Norwalk, CT 06851<br>(203) 849-0733 | Wood & wood furniture, silverware, placemats. |
| Holch Brothers Corp.<br>347 Fairfield Avenue<br>Stamford, CT 06902<br>(203) 637-0770 | Commercial machinery, energy conservation products, chemicals, lawn care products, food processing equipment. |
| Intex International Trading Co.<br>199 Sound Beach Avenue<br>P.O. Box 288<br>Old Greenwich, CT 06870<br>(203) 637-3524 | Industrial machinery, oil & gas field equipment, medical equipment, aircraft & parts, automotive parts & accessories, construction machinery. |
| Intra Resources, Ltd.<br>28 Magee Avenue<br>Stamford, CT 06902<br>(203) 356-1250 | Intercommunication equipment alarms, fire fighting equipment, fire detectors, electronic connectors. |
| Richard F. Kelly Co., Inc.<br>P.O. Box 4330<br>Greenwich, CT 06830<br>(203) 622-0201 | Building supplies, construction machinery & equipment, general merchandise. |
| Orbex International, Inc.<br>P.O. Box 419<br>Old Greenwich, CT 06870<br>(203) 629-9537 | Special metal components, steel mill products, electronic materials & components.<br>Area: Worldwide |
| Panmar Co.<br>P.O. Box 115<br>Riverside, CT 06878<br>(203) 637-3085 | |
| Phoenix World, Ltd.<br>51 Bank Street<br>P.O. Box 196<br>Stamford, CT 06904<br>(203) 359-3851 | Industrial equipment & machinery. |
| Ramar Sales Agency<br>16 River Street<br>Norwalk, CT 06854<br>(203) 838-6794<br>Cable: RAMSAL | Computers & peripherals, business equipment, marine equipment. |

Sandria Corp.
P.O. Box 800
Norwalk, CT 06856
(203) 853-2929

Pharmaceuticals, construction & mining machinery & equipment, industrial instruments, computers & computers & peripherals, service industry equipment.

# INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

**Danbury**

KPN International, Inc.
19 Pebble Road
Newtown, CT 06470
(203) 426-3639

Pollution control, multiconductor cable, liquid analyzers, micro processor controls, transformers.

MASI International, Inc.
111 Church Hill Road
Newtown, CT 06470
(203) 426-8293

**Hartford**

Arthur Andersen & Co.
One Financial Plaza
Hartford, CT 06103
(203) 522-2600

International accounting.

Coopers & Lybrand
280 Trumbull Street
Hartford, CT 06103
(203) 722-1900

International accounting.

Deloitte Haskins & Sells
Cityplace
Hartford, CT 06103
(203) 280-3000

International accounting & taxation.

Ernst & Whinney
One Constitution Plaza
Hartford, CT 06103
(203) 247-3100

International accounting.

Hayes International, Inc.
11 Herman Drive
Simsbury, CT 06070
(203) 651-3523

Mercor Resources Corp.
135 West Wakefield Blvd.
P.O. Box 416
Winsted, CT 06098
(203) 379-3173

Commodities, durable goods, non-durable goods.

Multinational Associates, Inc.
270 Farmington Avenue
Farmington, CT 06032
(203) 677-8779

Peat Marwick Mitchell & Co.
One Financial Plaza
Hartford, CT 06103
(203) 522-3200
(800) 626-0443

International accounting.

Price Waterhouse
One Financial Plaza
Hartford, CT 06103
(203) 525-4600

International accounting.

Arthur Young & Co.
One Corporate Center
Hartford, CT 06103
(203) 527-8000

International accounting.

New Haven

Aquatec International, Inc.
5 Science Park
New Haven, CT 06511
(203) 786-5120

Agri-business & fisheries, packaged fish & seafood processing.

Jing Tech, Inc.
234 Amity Road
Bethany, CT 06525
(203) 393-1610

Lead Group International, Inc.
191 Post Road West
Westport, CT 06880
(203) 454-7473
Telex: 28-5521 AMEX UR
Fax: 203-222-0527

**Stamford**

Coopers & Lybrand
3 Landmark Square
Stamford, CT 06901
(203) 586-1854

International accounting.

KMG Main Hurdman
900 Bedford Street
Stamford, CT 06901
(203) 327-0000

Accounting services.

# LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

**Hartford**

Bailey & Wechsler
66 Forest Street
Hartford, CT 06105
(203) 525-9191

Philip Ettman
111 Pearl Street
Hartford, CT 06103
(203) 547-1330

John C. Hefferman
24 Lewis Street
Hartford, CT 06103
(203) 525-4200

John R. Lacey
60 Washington Street
Hartford, CT 06106
(203) 522-2500

O'Connell, Flaherty, Attmore & Forsyth
10 Columbus Blvd.
Hartford, CT 06106-1944
(203) 548-1300

# CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

**Hartford**

Air Express International Corp.
319 Turnpike Road
Windsor Locks, CT 06096
(203) 627-0281

Circle Airfreight Corp.
600 Hayden Station Road
Windsor, CT 06095
(203) 688-8376

DHL Worldwide Express
611 River Street
Windsor, CT 06095
(203) 683-2014

A.N. Deringer, Inc. (*)
310 North Street
Windsor Locks, CT 06096
(203) 668-1244
Other Offices in: Bridgeport, Hartford, New Haven, New London & Suffield

Emery Customs Brokers/Ocean Freights (*)
200 High Street
Windsor Locks, CT 06095
(203) 683-2634

Stanley J. Gembala
1 Corporate Drive
Windsor Locks, CT 06096
(203) 623-5333

Leman of America, Inc.
80 King Spring Road
Windsor Locks, CT 06096
(203) 627-5993

MCB Customhouse Brokers, Inc.
Bradley International Airport,
Air Cargo Complex A
Windsor Locks, CT 06096
(203) 627-9568

Mulvey & Kunak Inc.
87 Hall Street
P.O. Box 2598
Hartford, CT 06146
(203) 232-7736

F.W. Myers, Inc. (*)
Bradley International Airport
Windsor Locks, CT 06096
(203) 623-3344

Ryder International Freight &
Customs Services, Inc. (*)
101 Turnpike Road
Windsor Locks, CT 06096
(203) 623-3369

Tafco Customs Service
Bradley International Airport
Windsor Locks, CT 06096
(203) 627-3405

Emery Air Freight (*)
Old Danbury Road
Wilton, CT 06897
(203) 762-8601

New Haven

Goff & Page Company (*)
900 Madison Avenue, Suite 221
Bridgeport, CT 06606
(203) 336-9009

Lifschultz Fast Freight Inc.
Montowese Avenue Extension
New Haven, CT
(203) 787-3537

J.F. Moran Co., Inc. (*)
31 Cherry Street
Milford, CT 06460
(203) 877-5186

Tafco Customs Service
2261 Broadbridge Avenue
Stratford, CT 06497
(203) 378-8030
TWX: 510-100-1358
Branch offices in Hartford &
New Haven

Stamford

Air Express International
120 Tokeneke Road
Darien, CT 06820
(203) 655-7900

Centurion Shipping Co., Ltd.
1122 East Main Street
Stamford, CT 06902
(203) 359-3462
Telex: WUI 68-19004
Cable: CENTURION

# EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Amodio Van & Storage Inc.
1 Hartford Square
New Britain, CT 06106
(203) 527-9193

Diehl Crating Systems, Inc.
116 Ledyard Street
Hartford, CT 06114
(203) 525-7285

# EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

North American Underwriters
24 Wintonbury Mall
Park Avenue
Bloomfield, CT 06002
(203) 243-9545
Numerous branch offices.

# TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

**Hartford**

Accent Typesetting
345 North Main Street
West Hartford, CT 06117
(203) 236-2817

H. Dorchfort
16 Crosby Street
East Hartford, CT 06118
(203) 568-2252

Rachel Flores-Jenkins
86 Buena Vista Road
West Hartford, CT 06107
(203) 521-6870

German & Technical Translation Service
35 Chelsea Drive
Cromwell, CT 06416
(203) 635-2537

Inlingua School of Languages
12 North Main Street
West Hartford, CT 06107
(203) 236-2351

Interpreters and Translators, Inc.
Manchester, CT
(203) 647-0686

Select Office Support, Inc.
257 Freeman Street
Hartford, CT 06106
(203) 522-1973

**New Haven**

Berlitz Translation Services
51 Elm Street
New Haven, CT 06510
(203) 787-4245

China Trade Services of Connecticut
395 St. Ronan Street
New Haven, CT 06511
(203) 624-5469

Linguasearch International
P.O. Box 331
Westport, CT 06881
(203) 227-8977

## CORRECTION FORM

### SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

## CORRECTION FORM

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